

ISIS Papyrus is a profitable, privately owned group of companies founded in Austria. The software enables business applications for digital transformation and communication. We have more than 350 employees worldwide. ISIS Papyrus now has 16 branches on three continents with headquarters in Austria, America and Singapore.

Due to exciting new customer projects, Papyrus Software is looking to recruit talented and ambitious talents to join our professional services team.

IT Business Development Manager / Sales Executive (m/f/d)

Your tasks:

- Generate revenue selling complex enterprise software solutions; document management solutions to the Fortune 1000 market
- Manage entire sales cycle; identify prospects, demonstrate software, manage pilots or proof of concept, develop proposals, and ensure after-the-sale support is launched
- Develop strong relationships with potential and exiting Clients
- Perform corporate sales presentations and software demos to multiple decision makers; C-Level, Business Managers, Technicians and End Users
- Define product configuration and write proposals
- Results-driven Enterprise Sales Leader with extensive experience in complex Software Sales, Business Development and Key Account Management.
- Proven ability to close 6 figure deals and manage long sales cycles (4 - 6+ months)
- Strong background in IT technology and corporate business applications
- Experience selling enterprise software solutions such as ECM, CRM, BPM.
- At least one job with a 5 year tenure
- Excellent communication skills
- Degree level education
- Prepared to travel internationally

Your profile:

- Ambitious, competitive, energetic
- Results oriented team player
- Entrepreneurial
- Resourceful

Why ISIS Papyrus?

- Dynamic, open-minded and international working environment
- Innovative, leading software solution
- Personal development within the company
- Long-term employment in a profitable group



Annemarie Pucher, CEO

Become part of our company and apply now with your CV and picture at

recruitment@isis-papyrus.com

An extremely attractive, performance-based and transparent remuneration system is waiting for you.